

TRAVELERS'
 PROTECTIVE ASSOCIATION
 OF AMERICA.


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 ATTORNEY—Harry T. Keen, St. Louis, Mo.
 National Headquarters, Oriel Building,
 St. Louis, Room 204, 206 and 208.
 The Sixth Annual Convention meets in
 Terre Haute, Ind., April 10-12.

STATE OFFICERS, TEXAS, 1895-96.
 State Headquarters—E. C. Campbell, Austin.
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HEADQUARTERS
 TEXAS DIVISION T. P. A.

DRISKILL HOTEL,
 AUSTIN, TEXAS.

J. A. HUGHSTON, M.gr.

NOW OPEN.
Hotel Grand,
 GALVESTON, TEXAS.

 EUROPEAN PLAN.
 MILTON POWELL, Migr.

Strictly First Class.

SOMMERCIAL TRAVELER'S WIFE

"Mid the gloaming earnest labors of this greatly honored wife,
 These lines shall sing the praises of a traveler's wife.
 She has stood the peer of waiting without murmur or a frown,
 Has been a comfort to him when Dame Fortune had him down,
 And her thoughts were always with him,
 In this grim commercial world,
 Her love here in the battle; she's his
 Masterpiece guiding star.
 She writes loving letters to him, and he
 gets them every day.
 Pictures of happy home life, from
 which he is far away,
 A wife, too, has her fears;
 There have been so many partings that
 were hallmarked with her tears.
 With a dignity that's royal, and a countenance that's serene,
 In her sunny, airy household she is worshipped as a queen.
 So, brothers, near a million, in our walks of trade through life,
 Let each one sing the praises of the travel-
 er's loving wife."

—C. T. Home Magazine.

Sales are often ruined by overmuch talk.

Take pains to study your trade and you will likely always attain good results.

Avoid the social drink. It will save your own future and will lose you no customers.

To secure the loyalty of a customer to the firm he represents is one of the chief objects of the traveling salesman.

Some people kick because they have the gripe. Commercial travelers carry their year around without a murmur.

There is less work to do, and fewer hotel bills to pay during this month, than in any other month—there are fewer days in it.

With wisdom, oratory all sit down when price and quality speak in selling goods. Price and quality are great conviners and invincible salesmen.

Many persons are plodding along as so-called commercial travelers, but they have neither talent nor acquired fitness for the calling, and hence anything like success is next to impossible for them on the road.

Good humor is an excellent quality for salesmen to cultivate. A frown, an impudent expression, or exhibition of incivility has lost many a customer and has created a prejudice against the house that is hard to overcome.

When a firm engages the services of a traveling salesman and he agrees to work for it, he enters into a contract to further every interest of his employer to the best

and 25 on the 15th instant to close March 15. The St. Louis Commercial Traveler has again been honored as the official organ of the organization for the coming year.

The Commercial Traveler, St. Louis, has been incorporated with a local paid-up capital and shows a marked improvement in its new dress. The new company is composed of Sot. W. Lyon, secretary and treasurer; W. A. Lee, president; T. P. A. Lee, National President of the John A. Lee National division; T. P. A. and H. C. Tatum, secretary and treasurer of the Western Commercial Traveler's association.

NATIONAL NEWS.

On the 1st instant the membership in the National organization was reported as follows by the National Secretary: Alabama, 20; Arkansas, 21; California, 20; Colorado, 25; Connecticut, 24; Florida, 4; Georgia, 20; Illinois, 162; Iowa, 15; Indiana, 100; Kansas, 10; Kentucky, 10; Louisiana, 20; Maryland, 10; Massachusetts, 25; Michigan, 12; Minnesota, 12; Mississippi, 20; Missouri, 12; Nebraska, 10; New Jersey, 10; New York, 12; North Carolina, 10; Ohio, 7; Oregon and Washington, 10; Pennsylvania, 42; Rhode Island, 5; Tennessee, 10; Texas, 82; Utah, 4; Virginia, 42; Wisconsin, 67; Total, 904.

Commercial Traveler, St. Louis: The At-

eler's Protective Association of America, besides other orders of the commercial travelers.

TEXAS TIPS.

The local post in Dallas is busy with outlining a most interesting programme for the coming State convention, April 10-12. The general committee of arrangements sends the following greeting to every member:

"We will be glad to see you come to the North Texas metropolis April 10 and 11 and make yourself at home. We won't be away with the pictures drama-

tic license in Texas, and I prize that

very highly as a souvenir."

J. B. Kennard, an ex-traveling man and now a large lumber dealer of Gonzales, was a visitor in the city the past week.

Jas. A. McNabb, the well known traveler for Carson, Seawall & Co. of Houston, and his wife, have just arrived from Europe, accompanied single blossoms. His life partner is Miss Alma Knight, a charming young lady of this city.

Vice President Frank Millard of the Texas division does not travel Texas any longer. Since changing houses he has been transferred to Missouri and adjoining ter-

ritories.

Post E. T. P. A., Dallas, Texas.

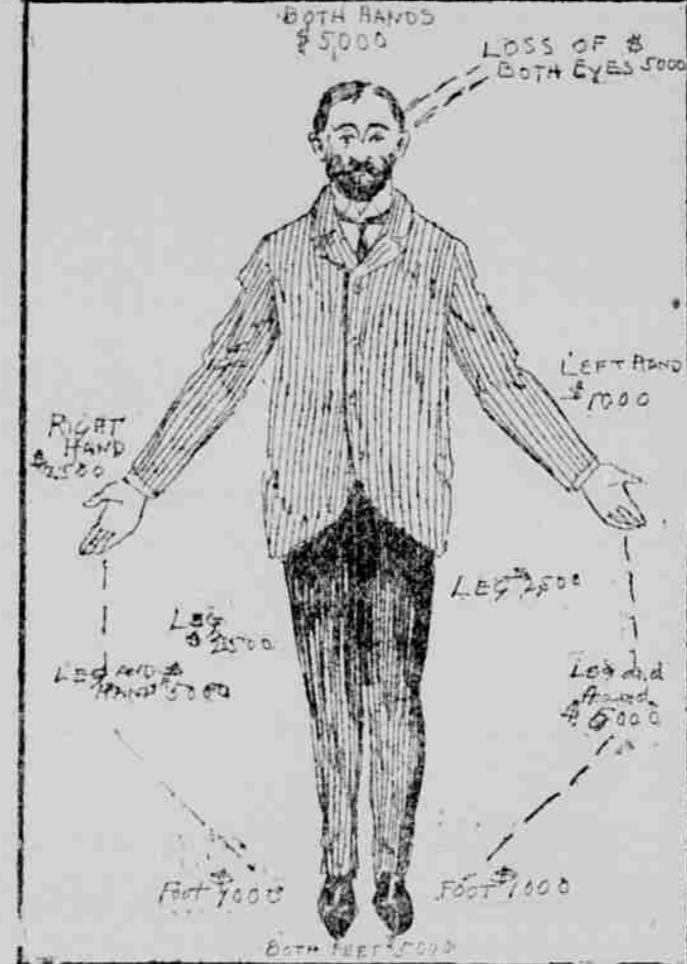
State President Joe Booth is again in correspondence with El Paso traveling men with a view of establishing a post in that city. A letter from a prominent citizen reads:

"I am under the impression that we can organize here with the im-

punity that we can organize here with

the same rights."

Commercial Traveler, St. Louis: The At-



THE COST OF A MAN.

If you are maimed by an accident you may expect to be paid in this way.

lands Post, Travelers Protective Association, in care and number of members after the last annual meeting. This is a very complete annual statement which ought to show 200 members of local, military, manufacturing and commercial traveler of that only ought to be a member. The last but annual meeting on February 25, President J. A. Lee, and 20 others, Dr. H. M. Clark, and Mayor George C. Smith, of Atlanta, Georgia, chairman of the board of directors.

It is now indicated the boy referred to in my last article, a young, well-education boy, and a bit all wrong.

"What does that mean?" I asked him.

"I'm not a boy," he said. "I'm a man."

"I'm not a man," he said.

"I'm not a man," he said.